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# Publishers' Weekly

THE AMERICAN

## BOOK TRADE JOURNAL

WITH WHICH IS INCORPORATED

The American Literary Gazette and Publishers' Circular

[ESTABLISHED 1852.]

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Vol. XCIV, No. 2425 NEW YORK, December 21, 1918

WHOLE No. 2446

*Out In January*

Zane

Grey's

## THE DESERT OF WHEAT



Orders should be sent at the earliest moment owing to transportation conditions.

A thrilling tale woven round the heart of America's wheat country,—a story of grit and cowardice, of patriotism and treachery—filled with the spirit that makes Zane Grey the well loved writer he is.

*Illustrated. Post 8vo. \$1.50 net.*

A  
New  
Novel

HARPER & BROTHERS - Established 1817 - NEW YORK

*The List of*  
**PRIVATE BOOK COLLECTORS**

*(Revised to Date)*

We shall publish early in the New Year a new edition of the above list, in a separate volume from the "American Book-Trade Manual" of which it formed a part in 1915. The new list will have upward of 500 changes, mostly new addresses    ~    ~



*Limited to 260 numbered copies. Price, \$10.00 net.  
Advance orders should be sent in immediately.*

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THE PUBLISHERS' WEEKLY

241 West 37th Street

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New York

## The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

December 21, 1918

The Editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotations, if possible, in advance of publication.

For subscription and advertising rates see first page of Classified Advertising.

*"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."*—BACON.

### WAR BOOKS AS GOOD MERCHANDISE

NO doubt, when the armistice was signed, the first instinct of every bookseller was to think of rapidly cutting down his stock of war books and of turning them into money for new purposes. While there can be no doubt that there will be new aspects of public reading opened out by peace, yet second thought shows that it will be a great mistake to underestimate the tremendous amount of continuing reading that there will be on all phases of the war. For years to come the Great War will be the greatest field of writing and discussion, and the material for the complete knowledge of its various aspects will be gradually collected and discussed. All this important new material is to find its way to the public over the bookstore's counters and the bookseller should not be blind to the great opportunity for him. Much that is extremely important has already been printed and some of this has been printed in small editions now becoming rare.

The counter and section of books on the Great War should remain a most important corner of the bookstore. It will undoubtedly be found that many of the store's customers will now begin to collect along certain specific lines, and while one may wish to gather everything on the campaigns in Syria, another will be specializing on the first battle of the Marne, another on the North Sea fleet, another on submarines, etc. All books that make real contributions to the important fields of war activities are to be needed and asked for. It remains for the retailer to find adequate ways of handling this material or classifying it, so as to interest customers, and of connecting new books with the old, so that all may find a market.

While there are undoubtedly many accumulations of war books that should be closed out in the January sales, booksellers should show great care in this matter and not make too radical decisions as to the change in the direction of public reading. While war material decreases in the newspapers, reading of war books is likely to increase.

### BOOKSTORE WAGES

THE bookstores have put into circulation thru the sale of prominent books on the subject, a great amount of discussion on the wage and labor problems. If signs do not fail, this problem is to be more urgently to the front than any other business problem in the next year. But because this discussion usually centers on the problems of organized industries or large factories, it should not be forgotten that the bookstore itself has its own wage problem which, if the trade is to improve and increase, must be better handled than it has been handled in the past.

Retail stores of all kinds make up in their enrolled sales forces a very heavy percentage of the working people of this country, yet retailers have not had to deal with organized labor. Perhaps because they are not organized and do not care to organize, such workers have in many places fallen behind the march in finding a way to meet the increased cost of living. Book salesmen, being more nearly like professional people, such as teachers and librarians, have not had any inclination to find an answer to their problems in the trade union method, but like the teachers and librarians, they cannot but often envy the more highly paid people in industries.

The first step in a retail store toward insuring the retaining in its business of the best people should be in the direction of seeing that, whatever the salaries are, they should be understood to be based on the character of the service rendered and to be open to adjustment and increase as total sales and excellence of service increase.

Different types of stores must figure differently on the percentage of total expense that can be allotted to selling expense, and the books of the company should show where that relation can rest. Stores in the high rent areas must allow for a heavier per cent. for rent and other expenses. Those on upper



floors or out-of-the-way places owe a heavier per cent. to the sales ability which creates the results.

The only figures at hand are those obtained by the *System* magazine two years ago in its examination of the figures from fifty bookstores. This showed that the average total salaries were about 12.3 per cent. This would probably mean that the salary expense of salesmen might be about 8 per cent. On such a basis the salesman who sold ten thousand dollars in a year would earn sixteen dollars a week. Twenty thousand dollars of sales would make it possible to double this income. Whatever the basis is, the salesman has a right to feel that his or her efforts are directly telling on the income received. It is to be hoped that all the progressive movements on the wage question will not be left by the bookseller within the pages of his merchandise.

#### HELP FOR RETAIL SALESMEN

**I**T goes without saying that all salespeople in a bookstore should be posted on the news of the publishing world. Any haphazard method of letting them find out for themselves the essentials of good salesmanship is unfair to them and a handicap to the business of retailing. Yet, we hear not infrequently the discouraging plaint of the ambitious clerk "I never see the PUBLISHERS' WEEKLY nor any trade paper."

It is decidedly bad store management to neglect to pass around in some systematic way the one or two copies of the trade paper subscribed for, and it is worse economy to try to make a single copy do for everyone. A well-managed bookstore will wisely subscribe for copies for each of its several departments—one for the office, one for the order clerk, one for the stock clerk to keep tab on the list of "Books Wanted," one for the correspondence clerk, and at least one for each chief salesperson. And the outlay for this teaching equipment is not as great as might be thought at first glance.

The PUBLISHERS' WEEKLY has a pardonable ambition to widen its circulation and extend its influence thruout the trade. It offers to publishers and booksellers alike a special half-price rate on all duplicate subscriptions for store use. Thus a single subscription at the regular rate, \$5 a year, entitles the subscriber to as many additional copies as he may want at \$2.50 each. Without for the moment going into the merits of the

PUBLISHERS' WEEKLY as the "little school-master" of the profession of bookselling, it would seem that an investment of ten or twenty dollars annually would not fail to yield most satisfactory results. A clerk receiving a copy addressed to him personally would take a certain kind of pride in reading it carefully.

#### THE EVERYMAN CASE

**I**F the decision of the Board of General Appraisers is the final word in the case of Everyman's Library, the inference is unavoidable that American and English joint publication is practically prohibited under usual circumstances by the present tariff law and that many important enterprises which cannot be undertaken in England without American co-operation in sharing costs and guaranteeing editions cannot be carried thru. This is a most lamentable conclusion, for it denies both to the American public and to the entire English speaking public the advantages arising from joint publication of non-copyright enterprises, many of them, as in the case of Everyman's Library, comprising works of utmost value. The decision is to the effect that any sale to American publishers, however large the edition and under whatever circumstances of guarantee the sale is made, the American importer must pay the price usually paid by the English jobber, which ignores the undoubted fact that there are different wholesale prices for usual quantities, depending both on the quantities and on the conditions of sale. The decision, if it is finally to interpret the law, must lead to the amendment of the administrative portion of the tariff law in the interest of the American trade and public, as well as in the international interest. Its practical injustice is made manifest in the fact that Everyman's Library was jointly planned by the Dent and Dutton houses and made possible thru the undertaking of the Dutton house to buy an edition of at least 2,000 copies of each volume issued and to pay for these immediately in cash, at a reasonable margin above the actual manufacturing cost, whether the American market could at once absorb this number or not. It was thru this arrangement, fair on both sides, that the publication of Everyman's Library was rendered possible, and every reader knows what a service to all readers this remarkable series, now exceeding 740 volumes, has been.

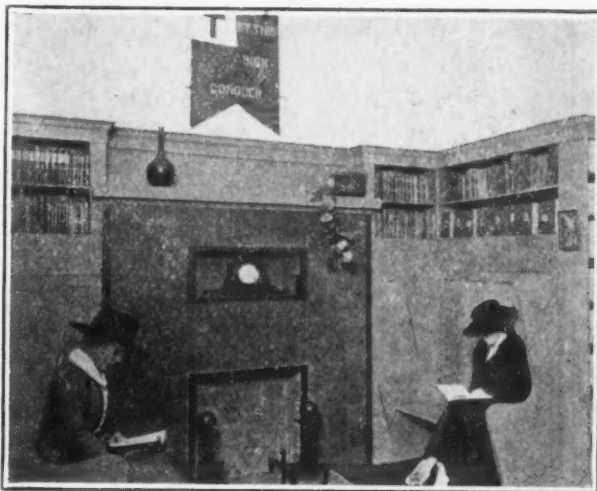


## A BOOKSTORE WITH A HOME LIBRARY ATMOSPHERE

BY HOWARD M. BOYS.

Last June the San Francisco Depository of the Methodist Book Concern kept open house to celebrate the completion of the remodeling and enlarging of its bookstore and business offices. A special invitation was extended to all their customers to call and inspect the new arrangement for displaying books and Sunday School supplies. The alcoves, cozy corners, and the exhibit room for Sunday School supplies give the impression of a home library. To those who visited their Exhibit at the Panama-Pacific Exposition, this new arrangement brings back pleasant memories. All woodwork is finished in steel gray. A long center aisle, flanked on either side by book-tables and easy wicker chairs, stretches away to the far end of the room, where a large open fireplace greets one's eyes. This fireplace with its built-in book shelves above, and its high-backed settees at the sides, looks as tho it were designed for a home.

A customer who came into the store recently remarked: "I did not know there was a bookstore in San Francisco so well arranged for the convenience of the customer in selecting books." This new plan makes



A FIREPLACE ALWAYS LENDS HOME ATMOSPHERE

possible a bookstore where you can sit quietly at a table in a secluded nook or alcove, out of public view, and select the book wanted. Here you will not have that hurried feeling, but will feel as if you were wandering quietly thru a big home library, where you would



THE MAIN AISLE OF THE NEW METHODIST BOOK CONCERN SHOP IN SAN FRANCISCO.  
FIREPLACE IN THE DISTANCE.



THE ATTRACTIVE USE OF ALCOVES IN THE NEW METHODIST BOOKSTORE IN SAN FRANCISCO.

have plenty of time to select and decide on your purchases. This new arrangement of stock has been given much thought with the view of rendering the largest service possible to all Methodists, their friends, and the public in general. If you want a Teachers' Bible, Testament, Psalms, Lodge Bible, Family Bible, or Service Book for Soldiers or Sailors, they will be found in one of the alcoves or what might be called the Bible Retreat, where you

may sit comfortably at a table and make the purchase without annoyance. This idea is carried out thruout the entire store with other classifications of books, which include Poetry, Fiction, Reference Books, Nature Books, Juvenile Books, Books on Sunday School work, Epworth League, and many others. The slogan of this store is "House of Good Books," and we are endeavoring to live up to that slogan.

### WHAT NEXT?

Reprinted from *The American Printer*.

Pity the periodical publisher, particularly if he be located on the seaboards. Three or four years ago the price of the paper he uses was practically doubled and the high level of cost then reached still continues.

Then the United States Government came along with an order inaugurating the zone system which increased second-class postal rates from 50 to 900 per cent. Under the zone rate publications can be more economically mailed near the center of population, and the result will be the eventual removal of the bulk of publishing to the Mississippi Valley, requiring an expensive readjustment of the whole publishing situation.

More recently the cost of printing, because of the increase in wages secured by the printing trade labor unions, has been advanced about 25 per cent. This increase will be passed by the printing establishments along to their customers; and whereas printing done for the ordinary business house is usually a minor item in its expense, with the periodical publisher it is distinctly a major item. He may in time be able in his turn to pass it along to subscribers and advertisers, but under the business conditions that have lately prevailed and which may continue for some time, an increase in the price of the wares he has to sell will not come easily.



## THE AWARD OF PRIZES IN THE PUBLISHERS' WEEKLY BOOK-AD. CONTEST

Whatever the reason, whether it is what Mr. St. Elmo Lewis "rubbed in" in his address at the last convention of the American Booksellers' Association, or thru other discussions, publishers' advertisements seem to have shown especial care and thought this fall. The result of the PUBLISHERS' WEEKLY "Book Ad Contest" is gratifying because it has proved that not only are there alert eyes among the booksellers which are responsive to publishers' publicity, but, judging from the difficulty they had in selecting the best three advertisements that have appeared in the PUBLISHERS' WEEKLY in the past three months, and the difficulty the judges experienced in awarding the honors, the best "ad" writers of the publishers have a decidedly good technique and their work compares favorably with the output of advertising specialists in other fields. The "ad" men are the publishers' front line fighters. They realize that their firm publishes conscientiously selected books but must depend for the rapidity of the turnover upon salesmanship; and while the actual selling is done by the sales department, the stimulus to the best salesmanship is given by the untiring work of the advertising expert who is endeavoring to make every detail in the process create the best possible effect upon the mind of bookseller and public.

A publisher's constant object is to create in others a favorable attitude of mind toward his goods. This delicate and difficult task is entrusted chiefly to the advertising manager whose work is not merely to prepare a series of striking announcements, but to see to it that the idea behind the advertising, the point of view of his house in publishing the books, penetrates the minds of all connected with them and their distribution. "So that all shall take a greater interest in the books, handle them with more intelligence, get more pleasure out of the work—which not only helps to create a demand, but to maintain it."

The advertising expert must know not only the aims of advertising, he must also have the ability to tell a sales story so attractively that it must live up to the highest purpose of advertising. As a matter of fact, to quote Mr. John Opdycke, author of "Advertising and Selling Practice": "It is far simpler to write a straight story than to write one with an underlying sales exposition and argument woven in and thru and about it that must serve as the telling and selling point at the same time that it entertains and instructs. The straight, simple story may deceive and emotionalize; the sales story must achieve and commotionalize." That is what may be termed as creative ability.

But besides this, in order to "put over" the story of the book, the advertising writer has to go to market, he must have the technical training to present the facts attractively; he must place this knowledge before the public in such a way that they are *impressed*. In short, in the reader's mind must be set in motion a perfectly orderly process of thought

that attracts, creates interest, kindles desire, convinces and impels action. Chas. F. Higham in his book "Scientific Distribution" gives in one short paragraph an excellent idea of the range of knowledge that the advertising man must have. He says: "There are three questions to consider—Phraseology, Pictorial Construction and Typographical Display. (Other lesser considerations are bound up in these.) In these lie the true advertising technique—an immense subject to understand. It includes a knowledge of three different crafts, and one can devote a lifetime's study to each one—the craft of the writer, the craft of the draughtsman, and that of the expert in typography and lettering."

These are the fundamental principles by which the award of the prizes in the PUBLISHERS' WEEKLY "Book Ad Contest" was to be governed and the judges nevertheless found it extremely difficult to pick the two winners. A great variety of advertisements were cut out and submitted, giving a good impression of the care taken in making selections, and an altogether favorable impression of the advertising "copy" that is coming from publishers' offices.

The rules of the contest called for a selection of the best three advertisements appearing in the PUBLISHERS' WEEKLY during the period from September 14th to November 16th, and comments on the reason for selection. Anyone connected with the selling or buying of books in retail stores was eligible. Two prizes were offered. A first prize of \$50 and a second of \$25.

The first prize of \$50 is awarded to

FRANK X. HOWARD,

Henry Malkan's Bookstore, New York.

The three advertisements he selects for mention are from:

Dodd, Mead & Co.—Printed November 16th.  
Geo. H. Doran & Co.—Printed October 25th.  
Houghton Mifflin Co.—Printed October 12th.

Of the Dodd, Mead & Company advertisement Mr. Howard says: "I consider this an excellent book advertisement, well written and splendidly 'set up' in very attractive type. It contains clear, concise information concerning the *exact publication dates* of the various listed books, together with a live introductory talk concerning them, that can be used by retail book salesmen to their advantage. Most book announcements overlook the importance of giving the exact date of publication, which is of great importance to the retailer and the salesman. This advertisement is interesting because it so completely meets the needs of group book advertisement, an excellent cut to catch the eye, clearly set titles, concise, helpful information."

Of the Doran page Mr. Howard says: "A remarkably attractive book advertisement, set up in clear type that instantly draws the reader's attention to it. The descriptive matter is well written." By using



AMERICA  
IN FRANCETo remind you that—  
**AMERICA IN FRANCE**By  
**MAJOR FREDERICK PALMER**

Will be published November 27th

12mo, cloth, \$1.75 net.

**SOLDIERS OF THE SEA:**

The Story of the U. S. Marine Corps

By **WILLIS J. ABBOT**

12mo, cloth, illus., \$1.50 net.

**THE SACRED BEETLE**

The 8th of the Fabre Series

By **J. HENRI FABRE**

12mo, cloth, \$1.50 net.

**FOLK TALES OF FLANDERS**By **JEAN DE BOSSCHERE**

With pictures in color and in black and white by the author.

Quarto, cloth, \$3.50 net.

**THE BETROTHAL:**

A Sequel to the Bluebird

By **MAURICE MAETERLINCK**

12mo, cloth, \$1.50 net.

**WHERE YOUR HEART IS**By **BEATRICE HARRADEN**

12mo, cloth, \$1.50 net.

**DR. ADRIAAN**By **LOUIS COUPERUS**

12mo, cloth, \$1.50 net.

**LEO TOLSTOY**By **ALYMER MAUDE**

One vol. 8vo., \$2.50 net.

Will be published November 23rd

An authoritative history of the U.S.M.C. from DeCatur's days to our own and their fighting at Chateau-Thierry. This book has been highly commended by Major Sterrett of the Marine Corps.

Will be published November 23rd

Many who shudder at reading any kind of "ology" love Fabre's books. "The Life of the Fly," "The Life of the Bee," etc. He wrote so gracefully, with such keen humor.

Will be published November 23rd

These folk tales are simple and picturesque with many peculiar Flemish traits that add novelty. The illustrations are remarkable bits of color work.

Was published November 9th

All lovers of "The Bluebird" will want to read of Tytyl's adventures in his search for a sweetheart.

Was published November 9th

A story of war's regeneration of an arduous woman by the famous author of "Ships That Pass in the Night."

Was published November 9th

The long-awaited fourth volume of "The Books of the Small Souls" in which a large soul grows up among the small souls.

Was published November 9th

The authoritative biography of the great Tolstoy by one who knew him intimately for years.

Dodd, Mead &amp; Company . . . Publishers . . . New York

**OUTSTANDING DORAN FICTION****YELLOW SOULS**By **Dorothy Flatau**The story of a German-Englishman as dramatic as though Mr. Pierpont Morgan wrote the Kaiser. "A novel of outstanding interest."—*London Globe*. 12mo. Net, \$1.50**THE CLUTCH OF CIRCUMSTANCE**By **Marjorie Benton Cooke**

The author of "Baruch" tells a mystery story of exceptional dramatic intensity based on an event which shocked the world a short time ago. Net, \$1.25

**THE SOUL OF SUSAN YELLAM**By **Horace Annesley Veckell**

All the flavor of "Fishpkin" and "Quibbaya," with just a touch of Old England taking the field. 12mo. Net, \$1.50

**THE AMAZING INTERLUDE**By **Mary Roberts Rinehart**The opinion is unanimous—far and away this immensely popular author's finest book. "No better war story has been written by an American writer."—*Outlook*. "There never was quite such an appealing little heroine as Sara Lee."—*Philadelphia Free*. Net, \$1.50**NOCTURNE**By **Frank Swinnerton**

Introduction by H. G. Wells, who says: "A book that will not die. Perfect, authentic and alive." Arnold Bennett calls it "perfect, consummate." No book of fiction of recent years has won a greater chorus of praise, nor captivated critics of such distinction. 12mo. Net, \$1.40

**THE ISLAND MYSTERY**By **G. A. Birmingham**

Another, and even better, book of pure "Spanish Gold." The jolliest of yarns about a care-imagined island in the Aegean Sea, an island containing cisterns and cisterns of petrol wanted by the Kaiser for his submarines. Net, \$1.50

**THE PRETTY LADY**By **Arnold Bennett**

The most discussed novel of the day on both sides of the Atlantic. James Huneker, the latest enthusiast, writes in his reminiscences now appearing serially: "Mr. Bennett enthralled me the other day with his 'The Pretty Lady,' an evocation, artistically evoked." Net, \$1.50

**AN AUTUMN SOWING**By **E. F. Benson**

Distinctly Mr. Benson's best book. Decidedly a novel of which any master might well be proud. What an expert can do with a familiar theme. 12mo. Net, \$1.25

**TWENTY-THREE AND A HALF HOURS' LEAVE**By **Mary Roberts Rinehart**

A little book that every mother would like to send to every son in camp and abroad and that every son would particularly enjoy receiving. Illustrated by May Wilson Preston. Net, \$0.50

**THE SILENT LEGION**By **J. E. Buckrose**A novel of heroism at home, delightfully lightened by humorous touches. "The best novel about England in time of war."—*British Weekly*. 12mo. Net, \$1.50GEORGE H. DORAN COMPANY : Publishers : New York  
PUBLISHERS IN AMERICA FOR HODDER & STOUGHTON

## Romance!

**OUR ADMIRABLE BETTY**By **JEFFERY FARNOL**

A vigorous and joyous romance of the period of "THE BROAD HIGHWAY"

\$1.60

net

**THREE BIG FALL NOVELS**

## Society!

**VIRTUOUS WIVES**By **OWEN JOHNSON**

An entertaining and truthful story of married life in New York that every woman will want to read

\$1.50

net

## Mystery!

**THE ZEPPELIN'S PASSENGER**By **E. PHILLIPS OPPENHEIM**

Another German Spy Story—more audacious than Mr. Oppenheim has hitherto written

\$1.50

net

Little, Brown &amp; Co.

Publishers, Boston.



## BOOKS FOR BOYS AND GIRLS

**UNCLE REMUS RETURNS**By **Joel Chandler Harris**

Lovers of the "Uncle Remus" books will welcome this collection of ten stories which have never before appeared in book form and which includes tales as good as the best that Uncle Remus has ever told.

Illustrated by A. B. Frost and J. M. Conde. \$1.35 net.

**THE FRENCH TWINS**By **Lucy Fitch Perkins**

The best book yet in the Twins series, delightfully told and promising an exciting picture of the children in the war zone. Illustrated. \$1.25 net.

**THE TRAIL BOOK**By **Mary Austin**

As thrilling as "The Jungle Book" has made real the life of the jungle folk, so Mrs. Austin makes real the life of primitive animals and Indians. Illustrated in color by M. W. Winter. \$1.50 net.

**THE LITTLE HOUSE IN THE WOODS**By **Clara Whitehill Hunt**

A fairy story of reaction times by the author of "Aunt Harriet." Illustrated. \$1.25 net.

**THE BOOK OF ELVES AND FAIRIES**By **Frances Jenkins Olcott**

Fairy-telling children will revel in these 40 or so stories, old and new. Illustrated by M. W. Winter. 32 pp. net.

**LITTLE JEAN**By **Helen Dawes Brown**

A charming tale by the author of "The Little Prince Guy." Illustrated. \$1.25 net.

**LONE BULL'S MISTAKE**By **James Willard Schultz**

Author of "19th the Indians in the Rockies." A stirring tale of the Mountain Indians. Illustrated. \$1.25 net.

**TWO ALIKE**By **Edith Bernard Delano**

A little, lively story for girls from America to England, by the author of "Jane." Illustrated. \$1.25 net.

**"I AM AN AMERICAN"**By **Sara Cone Bryant**

This book shows every child how grand a thing it is to be able to say, "I am an American." Illustrated. \$1.25 net.

**HOME LIFE AROUND THE WORLD**By **George A. Mirick**

This book reveals the facts of geography with the charm of a story. 96 pages with 200 photographs, mostly by George Mirick. \$1.25 net.

**THE BLUE AUNT**By **Eliza Orne White**

New brother and sister help Aunt Milla in relief work for the French orphans. Frontispiece. \$1.25 net.

Boston HOUGHTON MIFFLIN COMPANY New York

Gothic capitals consistently in their advertising and the heavy rules and boxes, Doran has given a recognizable character to its pages that readers have come to recognize. Of the third selection he says: "A timely and important book instantly catching the attention by good arrangement of illustration, title, author, and information."

The second prize of \$25 is awarded to

MISS ANNA C. BEERS,

S. Kann, Sons & Co., Washington, D. C.

The selection was:

Little, Brown & Co.—Printed September 21.

Houghton Mifflin Co.—Printed September 21.

Houghton Mifflin Co.—Printed September 28.

Of the first selection Miss Beers says: "Mr. Bookseller, how long did it take you to digest this ad? Three points taken in at a glance. Some ad. experts might find a flaw in the arrangement but it is nevertheless a pleasing picture, and must have proven itself a good silent salesman." This advertisement was mentioned by two other contestants.

Miss Beers is very keen about Houghton Mifflin's advertisements. "I have yet to find a poor one from this publisher," she says. Of the second selection, "November days are busy days and the bookseller has little time over book lists with text alone. This ad. is attractive, suggestive, and well displayed." The third selection is from the Houghton series in the fall announcement number, an excellent arrangement of cuts and type.

It would be but fair to add honorable mention of the advertisements of Doubleday, Page & Company, D. Appleton & Co., Frederick A. Stokes Co., and the Century Company. Pages of theirs were chosen sometimes by more than one contestant and were in themselves splendid examples of good "copy." Special mention must also be made of the excellent selection made for the contest by Frederick W. Allsopp of Allsopp & Chapel Bookstore, Little Rock, Arkansas, and Miss Maude Abbott of W. B. Read & Company, Bloomington, Ill. Only the limited number of prizes, or perhaps the fallibility of the judges, prevented more substantial recognition of their efforts.

### WHAT SHALL I READ ABOUT EXPORT BUSINESS?

Reprinted from *Printers' Ink*.

Recommending books for other people to read is always difficult and often dangerous—almost as much so as the task of trying to pick out suitable wives for one's bachelor friends. Much depends, of course, on the exact type of information which is sought, as to whether or not any given volume will prove satisfactory.

A surprisingly small number of books have been written in this country on the subject of export trade. Doubtless the immediate future will see this list largely increased. England has a fairly long list of publications, but the English point of view is sufficiently different from our own, and the traditions of her commerce sufficiently unique, to make British books of little value to Americans.

It is also difficult to find any book which covers the question of exporting as a whole in an adequate fashion. It seems to be true that problems of exporting to any one country have to be studied individually, unless there are groups of neighboring lands, such as the South American republics, which are very much alike.

"Practical Exporting," by B. Olney Hough, published by the Johnston Export Pub. Company, New York City, is a clearly written discussion of the whole subject. Its author is the editor of the *American Exporter*. Filsinger's "Exporting to Latin America" (D. Appleton & Co., New York City), and Aughinbaugh's "Selling Latin America" (Small, Maynard & Co., Boston), discuss the field in which a majority of exporters in the United States are most keenly interested. A list of volumes, which does not pretend to be complete, includes the following:

- DUDENEY. *Exporter's Handbook and Glossary*. Pitman, 1916. \$2.25.
- HOUGH. *Ocean Traffic and Trade*. 1914. La Salle Extension University. \$3.00.
- HOUGH. *Elementary Lessons in Exporting*. Johnston Export Pub., N. Y. C. \$3.00.
- HOUGH. *Practical Exporting*. 1914. Johnston Export Pub. \$4.00.
- HURLEY. *Awakening of Business*. 1917. Doubleday, Page Co. \$2.00.
- JOHNSON. *History of Domestic and Foreign Commerce in U. S.* Carnegie Institution, Wash., 1915. 2 v.
- NATIONAL FOREIGN TRADE COUNCIL. N. Y. C. *Ocean Shipping*. 1915.
- GOURVITCH. *How Germany Does Business*. Huebsch Co. 1917. \$1.00.
- PETERSSON. *How to Do Business with Russia*. Pitman, 1917. \$2.25.
- AUGHINBAUGH. *Selling Latin America*. 1915. Small, Maynard & Co. \$2.00.
- ELLIOTT. *Brazil Today and Tomorrow*. Macmillan Co., 1917. \$2.25.
- FILSINGER. *Exporting to Latin America*. Appleton, 1916. \$3.00.
- U. S. DEPARTMENT OF FOREIGN COMMERCE, Wash. *Trade of the U. S. with the World*. 1916-17. 2 v. *Export Trade Suggestions*. Misc. Series 35. 1917. *Packing for Export*.
- FEDERAL TRADE COMMISSION. *Report on Co-operation in American Export Trade*. 2 v. 1916.
- PAN-AMERICAN UNION. *Report on the Commerce of Each of the Countries*. Wash.

The Business Training Corporation, New York City, has published a series of twelve volumes. Other educational institutions, such as the Alexander Hamilton Institute, and the La Salle Extension University, include the subject of foreign trade in their more general courses, and publish texts specifically taking up foreign trade matters for use in connection with these courses.

Several banks have issued pamphlets or bulletins dealing with foreign trade. Among these might be mentioned:

- American Exchange National Bank, N. Y. *Financing Domestic and Foreign Trade*. 1917.
- Guaranty Trust Company of New York. *Trading with the Enemy Act*. 1917.
- Irving National Bank, N. Y. *Trading with Latin America*. 1917.
- National City Bank of New York. *International Trade After the War*. 1917.
- Mechanics and Metals National Bank, N. Y. *Export Trade to Central and South America*. 1917. *Bulletins*.
- American Express Co., 65 Broadway, N. Y. *Foreign Trade Bulletins*.
- National City Bank of New York. *International Record*.



### THE EVERYMAN'S LIBRARY APPRAISAL DECISION

The Board of General Appraisers, on appeal from the General Appraiser before whom the case was heard and from the appraiser, has handed down an opinion which increases the valuation on this series apparently 50 per cent, altho the language of the decision, which states that the war increase, as well as cost of packing cases, is to be added instead of included, may be an error in language and not the intent. The important witnesses in the case were Mr. Macrae of E. P. Dutton & Co. and J. M. Dent of J. M. Dent & Co., and Mr. Dent, in his candid testimony, stated frankly that the prices charged to English jobbers for large quantities were from 25 per cent to 30 per cent higher than those charged to E. P. Dutton & Co. under the joint publication arrangement, which had been made verbally at the beginning of the enterprise and had been varied only by adding an increase for war conditions to the original price. The Board held that it could not recognize the price paid by the Dutton Co. as a usual value at which the books were freely offered, and therefore the publishing house here is required to pay duty based on the price to English jobbers, or, if the text of the decision is correctly handed down, very much more than this.

It is understood that the case will be appealed, altho appeal from the Board of General Appraisers cannot be on questions of fact but only on questions of law or procedure.

### USELESS TEXT BOOKS A British View

British school books have from time to time come in for severe criticism at the hands of those who have posed as experts in the matter, says the *British & Colonial Printer and Stationer*, and many remedies have been suggested, but none so very drastic as that proposed by Ernest Young, B. Sc., F. R. G. S., who in the course of an article, recently, in the *Sunday Chronicle*, said: "If I were dictator in a new England, one of the first things that I would do would be to collect practically all the text books in use in elementary schools and burn the lot. The bonfire should be the occasion of a great public holiday. The children would attend the ceremony clad in their very best; the mayor and councillors would be there in their robes, and the city would be beflagged as if for a great victory. The books would be piled in an imposing mass, and well soaked with paraffin, so that no fragment of the pernicious rubbish should escape. The school children should apply the torches, and, as the flames leapt heavenwards, the bands would play the merriest of music. I am not sure whether the publishers, who for many years have been responsible for the production of the elementary text books, should not also be burned, or, at least, singed on the same pile. Take a hundred books at random,

They are written in a language that is not literary; they are bound in covers that are not artistic; and the contents assume that the readers are to be people of little or no intelligence. You will look in vain for the author's name upon the title-page, for it is not there. The name, even if it were there, would lend no value to the book. The author is a hack. He has probably not received five pounds for any one of the hundred volumes before you.

### RECORD OF AMERICAN BOOK PRODUCTION, NOVEMBER, 1918\*

INTERNATIONAL CLASSIFICATION	New Publications.		By Origin			Total
	New Books	New Editions	American Authors	English and Other Foreign Authors	American Manufacture	
Philosophy.....	25	6	28	0	3	31
Religion, Theology.....	58	5	54	1	8	63
Sociology, Economics.....	70	6	71	1	4	76
Mil. & Naval Sci. ....	23	4	23	1	3	27
Law.....	10	3	13	0	0	13
Education.....	26	2	28	0	0	28
Philology.....	23	8	13	6	12	31
Science.....	53	11	64	0	0	64
Applied Science, Engin'g....	29	6	32	0	3	35
Medicine, Hygiene.....	16	6	20	0	2	22
Agriculture.....	64	3	67	0	0	67
Domestic Economy.....	8	1	9	0	0	9
Business.....	19	2	18	0	3	21
Fine Arts.....	10	0	10	0	0	10
Music.....	2	1	2	1	0	3
Games, Amusements.....	5	0	5	0	0	5
General Literature, Essays..	23	2	16	3	6	25
Poetry and Drama.....	60	3	50	8	5	63
Fiction.....	73	3	58	13	5	76
Juvenile Books.....	60	13	56	15	2	73
History.....	84	5	80	5	4	89
Geography, Travel.....	20	1	18	0	3	21
Biography, Genealogy.....	39	1	30	4	6	40
General Works, Miscel....	4	0	3	0	1	4
Total.....	804	92	768	58	70	896

\* These figures include pamphlets of which 218 were recorded in November. In November, 1917, 830 new books and 89 new editions were recorded.



## MAKING GOOD IN THE NEW ERA

### A Page of Ideas and Suggestions for the Bookseller

#### Good Trade Circular

A circular from Oxford University Press entitled "The Case Against Germany" and advertising the three important books of James Brown Scott deserves commendation as an unusually attractive piece of book advertising, a model of typographical excellence. It would seem as tho any bookseller who should send this timely circular to a selected list of customers would be likely to have a good response.

From the same house comes a new circular of the "Oxford Books of Verse" which deserves similar commendation as a first rate help to booksellers. This latter reprints that clever little poem of T. A. Daly's, "The Ballad of the Tempting Book."

#### Pitfalls of Store Educational Schemes

(Extracts from "Office Management; Its Principles and Practice" by Lee Galloway. Ronald Press Co.)

Training comes only as the result of energy and effort on the part of both the employer and employee and the mutual sacrifice of time. For these reasons the routine type of worker needs to be held to the educational program, while the employer must clearly define in his own mind the policy he wishes to pursue, and then prepare to meet the costs. Such a view will eliminate at least one pitfall which has proved to be the graveyard of so many educational schemes, i. e., the pitfall of expecting the employee to study and attend classes solely in his own time. A well-organized business provides work enough to consume the average employee's energy for the day. To expect him to do effective educational work at the end of such a day is to call upon the reserve power of the man, and experience has proved that it does not take long in most cases to exhaust this reserve.

Another force in the success of any educational scheme is a "fair field and no favors." Favoritism which pushes relatives or others to the front, irrespective of their merits, while it ignores those who have earned promotion by study and application to their work, will be fatal to all educational effort.

The essential requirements for the successful training of employees, viz., hope of promotion, time in which to study, and freedom from favoritism, are, of course, the same as those of any educational system. But business men often lose sight of these essentials in an attempt to get substantial results by short-cut expedients. There is no short-cut to the fruits of education any more than there is a royal road to loyalty. The big lesson for the employer to learn is that the price is high, but in the long run the results justify the cost.

#### About Our Poets

Every bookstore has, probably, its poetry section and its shelves devoted to modern poetry where substantial sales are realized. A good volume to be put near the shelf of contemporary Americans would be "Our Poets of To-Day" by Howard Willis Cook, a book with much material that is wanted by the reader of modern poetry and also an excellent book of reference for the salesman who would like to brush up his information about the people on the title pages.

It is rather startling to find that there are over 60 people that must be considered in such a survey of merely American names, a testimony to the reality of our poetic revival. Each poet is the subject of a brief biography. There is an epitome of the best critical opinion of his work, a few specimens of his poems and a list of his works.

#### Selling Income Tax Books

Many booksellers found a very profitable business last year in soliciting orders for manuals on Income Tax laws. A careful canvass of banks, office buildings and factories will produce many orders for such a book, and the customer may be saved much annoyance and possible costly errors by having the authoritative information at hand.

The new tax law will probably be enacted by congress toward the end of the month, and books on the subject will be ready for delivery in January. A special selling effort in this direction may well be expected to bring in total sales of considerable magnitude and if there should be no salesman that can now be spared from the floor a canvasser could be found at a suitable commission to take hold of such a campaign with energy.

#### War Industries Board Club

Members of the War Industries Board, including the heads of various divisions, section chiefs, and other executives, are planning the formation of a permanent association for the purpose of keeping alive the spirit of co-operation among the industries that was developed during the period of the war emergency.

It is proposed to name the association the War Industries Board Club. Annual meetings will be held at which matters of common interest will be discussed.

It has been the Pulp & Paper Section of this Board with Thomas E. Donnelly chairman that drafted the regulations for the publishing trade.

IN RUTH SAWYER'S new book, "Doctor Danny," Harper & Bros. have made a pleasing experiment in bookmaking. The text in black-faced type on cream paper is decorated by clever drawings and initial letters by J. Scott Williams.

## AMONG THE PUBLISHERS

CASTAREDE'S "Complete Treatise on French Verbs" is now made available in a new edition from David McKay.

"BILLY AND THE MAJOR" (Reilly & Britton) has gone thru three editions and 30,000 copies, certainly one of the good records of the fall.

THE ANNUAL volume, covering 1918, of "American Book Prices Current," formerly published by Robert H. Dodd, will appear with the imprint of E. P. Dutton & Co.

ORDWAY TEAD'S "The People's Part in Peace" was incorrectly assigned in this column. It is a Holt publication. Houghton Mifflin & Co. publish his "Instincts in Industry."

"NERVE CONTROL and How to Gain It" by H. Addington Bruce has just been published by Funk & Wagnalls. A sane and practical volume as one would expect from this author.

MARTHA FOOTE CROW'S anthology, "Christ in the Poetry of To-day" has gone into a new edition (The Womans Press) with a new section on "Christ and the World War."

THE NEW EDITION of Farmer's Cook Book (Little, Brown & Co.) has a supplement of special conservation recipes.

"THE AERO BLUE BOOK" is to be published next month by The Century Co. In addition to the aeronautical maps, "The Aero Blue Book" will contain aviation records, lists of international and national trophies and prizes, information about aerial mail service, a directory of aeronautical associations, etc. Briefly, it is to be a sort of encyclopedia of aeronautics. "The Aero Blue Book" is the first of its kind in English.

"EUROPEAN THEORIES OF THE DRAMA" by Barrett Harper Clark (Stewart & Kidd Co.) brings together in its five hundred pages a mass of invaluable material for the student of drama. Of each dramatist there is given a brief biography, a careful bibliographical list, and selections from his prefaces, essays and fugitive works that show his stage theory.

"THE HOUSE OF NELSON'S" put into practice its faith in general "house" advertising, by using a whole page announcement in the New York Times of Sunday, December 15th. This costly bit of publicity is a striking typographical feat. In the keystone of the design it announces "120 years of progress, 1798-1918," and in the two main columns of the design it tells the story in brief of the American Revised Bible, Nelson's Prayer Books and Hymnals, the Loose-Leaf Cyclopedia and the New Century Library, the four outstanding items of their publishing activities. The whole is a visual expression of their faith in advertising that deserves to redound to their reputation and their courage.

THERE WOULD SEEM to be a place for a simple book on mysticism, such as the one published by The Four Seas Co. by Stanwood Cobb entitled "The Essential Mysticism." It is an attempt to interpret to Americans the real value of Oriental mysticism.

THE EIGHTH VOLUME of the series of books by J. Henri Fabre which Dodd, Mead & Co. are publishing is entitled "The Sacred Beetle and Others." As with the others of the series, this volume is taken from his "Souvenirs Entomologiques."

THE FOURTH VOLUME of the *Books of the Small Souls* by Louis Couperus has just been published by Dodd, Mead & Co. The title is "Dr. Adriaan." Addle, who appeared in "The Twilight of the Souls," is the prominent character in this book. This volume completes the series.

ONE OF THE BEST recent books from The Ronald Press is Professor Lee Galloway's "Office Management; Its Principles and Practice." Dr. Galloway is professor of commerce and industry in New York University, and this volume of seven hundred pages is one of the most carefully planned and competently presented books that have been written for the business man.

ROBERT NAYLOR WHITEFORD, author of "Motives in English Fiction," is professor of English literature at Toledo University. His new book, which has just come from Putnam's, takes up English fiction from a new point of view and is based on a special ten-year study of the English novels from Malory to De Morgan.

GENERAL PEYTON C. MARCH, Chief of Staff, and the highest officer in the United States Army, has written an introduction to a "History of the World War," written by his brother, Dr. Francis A. March, of Lafayette College. Professor March has been assisted in the preparation of this work by Mr. Richard J. Beamish, who has spent much time at Washington in close touch with events connected with the War and has written much concerning it.

Professor March has been gathering material for this History for the past several years, but the History itself has been written within the past few months and most of it since the armistice was signed. It is not, therefore, in the nature of a current history of the War, but written from the perspective of its conclusion. The work is profusely illustrated with maps and photographs, many of which are taken from the official records of the different governments at war.

Winston announces that the first edition of this book is 120,000, for which they have advance orders.

## CHANGES IN PRICE

## ISAAC PITMAN &amp; SONS

Income Tax and Super-Tax Practice, W. E. Snelling, \$4.50, now \$5.  
 Income Tax and Super-Tax Law and Cases, W. E. Snelling, \$4.50, now \$5.  
 Style Book of Business English, Herzberg and Hammond, 90c., now \$1.  
 Spanish Tourists Vade Mecum, A. Valgimigli, 45c., now 60c.  
 Spanish Business Conversations and Interviews, 55c., now 85c.  
 Commercial Correspondence in Spanish, R. D. Monteverde, \$1.10, now \$1.35.  
 Manual of Spanish Commercial Correspondence, G. R. MacDonald, \$1.35, now \$1.50.  
 Dictionary of Commercial Correspondence in Seven Languages, \$2.50, now \$3.  
 Money Exchange and Banking, H. T. Easton, \$2, now \$2.25.  
 Foreign Exchange and Foreign Bills, W. F. Spalding, \$2, now \$2.25.  
 Lens-Work for Amateurs, Henry Orford, \$1, now \$1.35.

## THE FAR EAST JOINS A. B. A.

Singapore, Oct. 16, 1918.

Secretary, The American Booksellers' Association, New York, U. S. A.

Dear Sir: We beg to acknowledge receipt of your favor dated the 27th of August, informing us that we are privileged to be a full member of the above association on payment of a membership fee of five dollars and that we shall receive all reports and bulletins. We are very much pleased to know this and feel very highly honored to be allowed to become a full member of the above association. We shall be very much obliged to you if you would recommend us to American book publishers or those who are in the book-trade, as we intend importing more American books into our district.

We have received a bound report of the convention of last May, which you had so kindly sent to us and kindly accept our thanks for the same.

As requested we herewith enclose a receipt of money order amounting to five dollars for membership fee.

Yours faithfully,

G. H. KIAT & CO.,  
 GOH HOOD KIAT,  
 Managing Partner.

## PICK-UPS

A salesman from one of our well known publishing houses was interviewing the charming and clever buyer of one of the largest department stores, when a green clerk rushed up. Have we "Twenty Thousand Legs Under the Sea?" she demanded. Without a moment's hesitation the reply came back, "No, you'll have to tell the customer to go to Atlantic City for that."

Some one was needed to answer the demand for a baby book and the old salesman called to Miss S—, a new helper, to "Please wait on the medical books." "I can't," Miss S— replied with dignity, "I am not married."

## PERSONAL NOTES

Ex-Chief Boatswain's Mate, John F. Winters, who left The Century Co. last March to join the Navy, has been released from active service, and has rejoined the selling force of The Century Co. Mr. Winters has been in nearby waters since his enlistment, doing Naval Intelligence, and spending most of his time on S. P. boats. It was noted that the very day Mr. Winters was released seventeen American battleships started back to these waters; and thus equilibrium in the Navy's home forces was re-established.

H. J. Simonson, of the PUBLISHERS' WEEKLY staff, in a recent letter from France, extends his best wishes for a most happy Christmas and a prosperous New Year to his friends among the booksellers and publishers. Mr. Simonson is connected with the Red Cross ambulance work at Paris.

## AN ACKNOWLEDGMENT

The PUBLISHERS' WEEKLY owes an acknowledgment to the American Institute of Accountants. The article by Mr. Harold S. Morse appearing in the November 23rd issue on "An Accountant's Examination, for Credit Purposes, of a Book Publishing House," was first printed in their *Journal of Accountancy* and then revised by Mr. Morse for these columns.

## BUSINESS NOTES

NEW YORK CITY.—Charles F. Heartman has removed from 36 Lexington Ave. to 129 East 24th St.

SPRINGFIELD, MASS.—H. R. Huntting Co. have removed to 29 Worthington St., where they are located on the seventh floor of the Myrick Building.

## BIBLIOGRAPHICAL NOTES

## Catalogs of New and Second-hand Books

F. C. Carter, Hornsey, London, N. 8, Eng., 71 Middle Lane. Catalog: Books, prints, maps portraits, etc., relating to Australasia, New Zealand, and the South Seas. (No. 60; 630 items.)

Francis Edwards, Marylebone, London, W. 1, 83 High St. Digested catalog of books on art, architecture, archaeology and kindred subjects, including special lists of literature relating to books, ex-libris, and bookbinding. (No. 384; 1392 titles.)

John Grant, Edinburgh, Scotland, 31 George IV. Bridge. Annual catalog of new and standard books all new as published, in the publishers' original bindings.

Lowc Bros., Birmingham, Eng., 45 Newhall St. Special catalog of interesting and rare books. (No. 883; 458 titles.)

Martinus Nijhoff, La Haye, Lange Voorhout 9. Catalog: Livres anciens et modernes. (No. 438; 402 titles.)

E. Weyhe, New York, N. Y., 708 Lexington Ave. Catalog of a choice collection of prints and books. (No. 22; 150 titles.)



## Weekly Record of New Publications

*The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. Where not specified the binding is cloth.*

*Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]*

*A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.*

*Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.) Fe. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in numerals, 4°, 8°, etc.*

- Abbot, Willis J:** Soldiers of the sea; the story of the United States Marine Corps. N. Y., Dodd, Mead. c. 10+315 p. il. pls. O \$1.50 n.  
History of the United States marines extending from their exploits under Decatur over one hundred years ago down to the fighting at Chateau Thierry.
- Allen, Mrs. Ida Cogswell Bailey.** Mrs. Allen's book of meat substitutes. Bost., Small, Maynard. [c. '18] 93 p. S bds. 50 c. n.  
Mrs. Allen's book of sugar substitutes. Bost., Small, Maynard. [c. '18] 92 p. S bds. 50 c. n.  
Mrs. Allen's book of wheat substitutes. Bost., Small, Maynard. [c. '18] 80 p. S bds. 50 c. n.
- Altsheler, Jos. Alex.** Guns of Europe. N. Y., Grosset & Dunlap. c. '15 319 p. il. 12° (Popular copyrights, juvenile) 75 c.
- Anderson, J. T. M.** The education of the New-Canadian; a treatise on Canada's greatest educational problem. N. Y., McBride. 271 p. pls. por. O \$2.50 n.  
Discussion of the problem of educating and assimilating Canada's foreign settlers. Index. Author is inspector of schools, Yorkton, Saskatchewan.
- Annunzio, Gabriele d'.** The flame of life. N. Y., Boni & Liveright. 403 p. 12° (Modern lib.) 70 c. n.
- Balch, T: Willing.** A world court in the light of the United States Supreme Court. Phil., Allen, Lane & Scott. c. 115 p. 4° \$2
- Barber, Horatio.** Aerobatics. N. Y., McBride. 8+61 p. pls. Q \$3 n.  
Explains for the student general rules governing elementary and advanced flying.
- Bateman, Harry.** Differential equations. N. Y., Longmans. 11+306 p. figs. O (Longmans' modern mathematical ser.) \$4.50 spec. n.
- Bensley, B: Arth.** Practical anatomy of the rabbit. 2d ed., rev. Phil., Blakiston. 294 p. 8° \$2.50
- Beyle, Marie Henri [De Stendhal, pseud.].** The red and the black; a chronicle of 1830. New ed. N. Y., Dutton. c. 527 p. 12° \$2
- Bosschère, Jean de, comp. and il.** Folk tales of Flanders. N. Y., Dodd, Mead. 12+178 p. il. 12 col. pls. Q \$3.50 n.
- Braithwaite, W: Stanley Beaumont, comp. and ed.** Anthology of magazine verse for 1918; and Year book of American poetry. Bost., Small, Maynard. [c. '18] 22+285 p. O bds. \$2 n.
- Brearley, Arth. W., and Brearley, Harry.** Ingots and ingot moulds. N. Y., Longmans. 15+218 p. il. pls. figs. diagrs. O \$5.50 n.
- British-American discords and concords; a record of three centuries; comp. by the History Circle.** N. Y., Putnam. c. 8+85 p. (3 p. bibl.) map facsm. D 75 c.  
Summarizes relations between Great Britain and America since the time when Englishmen first settled on the American continent.
- Bruce, H: Addington Bayley.** Nerve control and how to gain it. N. Y., Funk & W. c. 9+307 p. D \$1 n.  
Non-technical discussion of nervous troubles, their causes and their prevention.
- Cavaness, Ja. Mulloy.** Rhythmic studies of life and miscellaneous verse; introd. by S: A. Lough. N. Y. and Cin., Abingdon Press. [c. '18] 200 p. D \$1.25 n.
- Chapman, Allen.** Ralph on the army train. N. Y., Grosset & Dunlap. c. 288 p. il. 12° (Popular copyrights, juvenile) 50 c.
- Chéradame, André.** The essentials of an enduring victory. N. Y., Scribner. c. 35+259 p. maps D \$1.50 n.  
Points out the great dangers of the armistice period preceding permanent peace and the possibilities which still exist for deception and trickery.
- Cholmeley-Jones, R: Gilder.** Every-day philosophy; a companion volume to School-day philosophy by the same author. N. Y., J: Lane. c. 77 p. il. D bds. 50 c. n.  
Collection of thumb-nail sketches on the development of character intended especially for young people. Have appeared in the *Review of Reviews*.
- Cobb, Stanwood.** The essential mysticism. Bost., Four Seas. c. 144 p. D \$1.25 n.  
Explains for the general reader the meaning of mysticism and its place in life.
- Collins, Archie F:** The amateur mechanic. N. Y., Appleton. c. 208 p. il. 12° bds. \$1.10 n.
- Comfort, Will Levington.** The shielding wing; with a front. [in col.] by Howard E. Smith. Bost., Small, Maynard. [c. '18] 381 p. D \$1.50 n.  
Story of a young American in China.
- Cook, Howard Willard.** Our poets of to-day. N. Y., Moffat, Yard. c. 218 p. D (Modern American writers ser.) \$1.50 n.  
Contains brief biographical sketches of sixty-eight American poets of to-day.
- Couperus, Louis Marie Anne.** Dr. Adriaan; tr. by Alexander Teixeira de Mattos. N. Y., Dodd, Mead. 321 p. D \$1.50 n.  
Fourth and last volume of author's "Books of Small Souls," being the story of the development of a great soul growing up among small souls.

**Cowles, Julia Darrow.** Indian nature myths; with il. by Dorothy Dulin. Chic., Flanagan. [c. '18] 128 p. col. front. il. 12° 50 c.

**Crafts, Rev. Wilbur Fisk.** Why dry?; briefs for prohibition, local, state, national and international; with an introd. by J. G. Wooley. Wash., D. C., International Reform Bu. c. '18 126 p. il. 8° pap. 35 c. n.

**Crow, Mrs. Martha Foote, comp.** Christ in the poetry of today; an anthology from American poets. Rev. ed. containing "Christ and the world war." N. Y., Womans Press. c. '17-'18 227 p. por. D \$2 n. bxd.

**Curtis, Fs. Day.** A manual of experiments in elementary science. Student's ed. N. Y., C. E. Merrill Co. [c. '18] 21+101 p. diagr. 12° 64 c. n.; Teacher's ed. 251 p. \$1 n.

**Davis, Roy, and Davis, T. Lawrence.** A manual for correspondents. [Bost., T. L. Davis, 525 Boylston St.] c. 55 p. 4° (Davis business ser.) pap. 50 c.

**Dawson, Eric P.** Pushing water. N. Y.; J. Lane. c. 123 p. por. D \$1 n.

Account of the British Auxiliary Patrol—the navy of small craft which serves as brooms and eyes of the Grand Fleet.

**Delbridge, C: Lomax.** Delbridge calculating tables, 35c. to 35.95. St. Louis, Delbridge Co. c. 34 p. f° \$1.40

Delbridge calculating tables, 36c. to 36.95. St. Louis, Delbridge Co. c. 34 p. f° \$1.40

Delbridge calculating tables, 37c. to 37.95. St. Louis, Delbridge Co. c. 34 p. f° \$1.40

Delbridge 2½ point calculator, 36c. to 36.99½. St. Louis, Delbridge Co. c. 50 p. f° \$2

Delbridge 2½ point calculator, 37c. to 37.97½. St. Louis, Delbridge Co. c. 50 p. f° \$2

**Dole, C: Fletcher.** The new American citizen; the essentials of civics and economics. N. Y., Heath. [c. '18] 9+376 p. pls. 12° \$1 n.

Published in 1891 under title: "The American Citizen."

**Downing, Elliot Rowland.** A field and laboratory guide in biological nature-study. Chic., Univ. of Chic. [c. '18] 120 p. il. O (Univ. of Chic. nature-study ser.) pap. \$1

Laboratory guide for study of plants and animals, in form of loose-leaf note-book.

**Dumas, Alexandre.** La tulipe noire; ed. by C. Fontaine. New ed. with exercises, notes and vocabulary. N. Y., Heath. [c. '99-'18] 10+356 p. pls. por. map S (Heath's modern language ser.) 68 c.

**Elliott, W:** Carolina sports, by land and water; including incidents of devil-fishing, wild-cat, deer and bear hunting, etc. [New ed.] Columbia, S. C., State Co. 260 p. por. D \$1.50 n.

**Fabre, Jean Henri Casimir.** The sacred beetle and others; tr. by Alexander Teixeira de Mattos; with a preface by the author. N. Y., Dodd, Mead. c. 24+425 p. D \$1.60 n.

Eighth volume translated from author's "Souvenirs Entomologiques" in which he writes of his

discoveries and observations concerning insects. Index.

**Farlow, J: Woodford, M.D.** The history of the Boston medical library. Norwood, Mass. [Bost. Medical Lib., 8 The Fenway.] c. 240 p. il. pls. pors. facsms. diagr. plans sq. O hf. bds. \$2.50 n.

History of Boston Medical Library dating back to 1805.

**Farmer, Fannie Merritt.** The Boston cooking-school cook book. Rev. ed. with additional chapters on the cold pack method of canning, on the drying of fruits and vegetables, and on food values; with over 133 half-tone illustrations. Bost., Little, Brown. c. '96-'18 40+656 p. pls. D \$2 n.

New edition with war-time recipes.

**Fitzhugh, Percy Keese.** Tom Slade, motorcycle dispatch bearer. N. Y., Grosset & Dunlap. c. 206 p. il. 12° (Popular copyrights, juvenile) 50 c.

**Foley, Ja. W:** Friendly rhymes; old friends in joyous verse; il. by J: Wolcott Adams. N. Y., Dutton. [c. '18] 11+169 p. pls. O \$2 n.

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**Franklin, B:** Autobiography; ed. with an introd. and notes by Julian W. Abernethy. N. Y., C. E. Merrill Co. [c. '18] 336 p. por. 16° (Merrill's English texts) 45 c. n.

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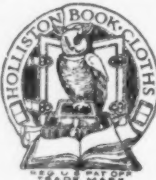
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Public Utilities Reports

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Calif. R. R. Comm., 1890.

Conn. R. R. Comm., 1853-54, 1854-55, 1856-57, 1859,  
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Ala., 1831-32, 1840-41, 1842-43.

Ark., Nov., 1850-51; Nov., 1860; Sp. Nov., 1861;  
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Fla., June and Nov., 1845; 1860-61; 1863-64; 1864-  
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Idaho, 1866-67; 1868-69; 1872-73.

Neb., Dec., 1855.

New Mex., 1851-52, 1853, 1854-55, 1855-56, 1856-57,  
1858-59, 1859-60, 1860-61, 1863-64, 1864-65, 1865-  
66, 1866-67, 1867-68, 1868-69, 1869-70.

Laws of Territory "Kearny Code," Santa Fe, Oct. 7,  
1846, 1 vol.; Laws of Territory (1851), Santa Fe,  
1852, 1 vol., English eds.

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Robinson's History of Baptism.

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Cosmic Philosophy, Fiske.

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Don Quixote, illustrated by Vierge.

Keat's Letters, 1 vol. ed., Buxton Forman, 1895.

The Beacon, 134 Montague St., Brooklyn, N. Y.

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David Gr. Phillips, Susan Lenox, orig. ed.

The Lute of Jade (Wisdom of East Ser.), Dutton.

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 Porter's Journal of a Cruise to Pacific Ocean, vol. 1.  
 Conway's Life of Thos. Paine, vol. 2, 1892.  
 Conway's Writings of Thos. Paine, vol. 2, 1894.  
 Welsh's Travels in United States, vol. 1, 1812.  
 The Southwest, by a Yankee, vol. 1, 1835.  
 Harper's Weekly, 1871, also nos. 2405, 2406, 2454.  
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 La Revolte Idealiste, Francis Grierson.  
 Memoirs of D'Artagman.  
 Montaigne's Essays, edited by Hazlitt, revised by  
   D. W. Wright, 4 vols., H. W. Derby, New York,  
   1861.  
 Pennell's Whistler, 2 vols.

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 American Geographical Society's Journal, vol. 1, no.  
   1, June, 1859; vol. 2, part 1; and vols. 5, 7, and 9.  
 American Geographical Society's Bulletin, July, 1911;  
   Janu. and Feb., 1914.  
 Annals of Iowa, Jan. and April, 1883; July, 1884.  
 Bourrienne's Napoleon.  
 Hamilton, Materials and Methods of Fiction.  
 Norris, Frank, Literary Essays.  
 New Hampshire Historical Society's Collections, vols.  
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 Canadian Mining Institute, Transactions, vol. 1; also  
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 Anbury, Travels Through America.  
 DaCosta, Verazano, the Explorer.  
 Pennsylvania Historical Society's Memoirs, vol. 14.  
 Drake, Life of Tecumseh.  
 Drake, Life of Gen. Henry Knox.  
 Drayton, Memoirs of the American Revolution.  
 Finlay, Hugh, Journal during 1773-74.

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Eighth Annual Report Library Board Virginia State Library.  
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Ellis, Indian Wars of United States, 1892.

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Justine, etc., 3e édition (c'est la 6e), en Hollande, 1800, 4 vol. in-16.  
Histoire de Justine ou les malheurs de la vertu, par le marquis de Sade, illustré de 44 gravures sur acier, en Hollande, 1797 (Bruxelles, 1870), 4 vol. in-12.  
Justine ou les malheurs de la vertu, reproduction textuelle de l'édition originale (en Hollande, 1792), Paris, imprimé à cent cinquante exemplaires pour Isidore Liseux et ses amis, 1884, in-8.

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International Exchange, Margraff.  
Marine Insurance Law, Phillips or Parsons.

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Froudes' England, Scribner, 1870, vols. 5, 6, 9.

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Chamberlain, 165 Charades.  
Cato's Moral Distichs, Phila., 1735.  
Franklin, B., Any books or pamphlets containing his imprint.  
God's Light as It Came to Me.  
Johnson, Dr. S., Dictionary, first edition, 2 vols., London, 1755.  
Laboulaye, Fairy Tales, Harper, 1867.  
Nevison, Plea of Pan.  
Slater, How to Collect Books, London, 1905.  
Sewell, W., History of the Rise, Increase and Progress of the Quakers, Phila., 1728.  
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Mystery of the Yellow Room, Leroux.

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Brown, W. W., Clotelle, Boston, 1852.  
Cornish, Samuel E., Colonization Scheme, etc., Newark, N. J., 1840.  
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Hogarth, George, *Hymns A. M. E. Church*, N. Y., 1837.  
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*Cambridge Natural Hist.*, 10 vols.  
Chapman, Capt. C., *Ocean Waves*, Lond., 1875.  
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Dorr, J. C. R., *Cathedral Pilgrimage*, first ed.  
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*King Edward's Prayer Book*.  
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O'Donovan, *New Oasis, Travels East of Caspian*, 2 vols.  
Pike, *Mississippi Expedition*.  
Ross, J. D., *60 Years in Far East*.  
Schoolcraft, *Mississippi Expedition*.  
Stratton, *In Sage Brush Country*.  
Supreme Council, *Southern Jurisd. A. & A. Scottish Rite*, Transactions, 1876.  
Sykes, P. M., *Ten Years in Persia, 10,000 Miles in Persia*.  
Williams, Hist. *Middle Kingdom*, 2 vols.  
Younghusband, F., *Heart of Continent*.  
Genealogies:  
Peaslee by Kimball, Haverhill, 1899.  
Seeley, *Descend. of Robert*, 1914.  
Tiffany, by Tiffany.

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Books containing Hebrew original of prophecies quoted in New Testament, with explication of tenses of verbs employed.  
Books treating of practical typesetting, and printing of Turkish, Arabic, Sanskrit.  
Bopp, *Sanskrit Grammar in Latin*.  
Luddiman, *Grammaticae Latinae Institutiones*.  
E. Maetzner, *Englische Grammatik*, cheap copy.  
Bernhardy, *Wissenschaftliche Grammatik der Griechischen*.  
*German and French Works on Pessimism*.

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Grimwood's 20 N. Tejon St., Colorado Springs, Colo.  
Sheaves, Benson.

Otto L. Hankison, 1238 Pacific St., Brooklyn, N. Y. [Cash.]

Galton, *Finger Print Directories*.  
Wilder, *Studies in Ethnology, Personal Identification*.  
Faulds, *Guide to Finger-Print Identification*, 1905.  
Ferrero, *Criminal Man*, 1911, from Lombroso. *Nineteenth Century*, August, 1891.  
*American Anthropologist*, vol. 6, pp. 1-17; vol. 6, pp. 244-293; vol. 15, pp. 189-207.  
*Nature*, Oct. 28, 1880; Nov. 25, 1880; June 28, 1888; Jan. 17, 1895; vol. 22, pp. 76-97, 1880; vol. 51, pp. 199-200, 1894.

Harvard Co-operative Society, Inc., Cambridge, Mass.  
*The House of Souls*, Arthur Machen, pub. in London, E. Grant Richards, 7 Carlton St., S. W., 1906.  
John Luther Long, *Way of the Gods*, Macmillan.

Walter M. Hill, 22 East Washington St., Chicago.  
Crane, Maggie, *A Girl of the Streets*, first ed., orig. paper covers.  
Dominion, *The Frontiers of Language and Nationality in Europe*.  
Set of Washington Irving's Works, Holly or any other good Library edition.  
Richardson, Frank, *Mayfair Nights*.  
Richardson, Frank, 2385 Mayfair.  
*Pilgrim Fathers*.  
*Methodist Year Book for 1918*.  
Bagley, *Early American Portraits*.  
Perkins, *Early American Portraits*.

## Wm. R. Hill, 945 East 47th St., Chicago.

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Dorcas, by Kouns.  
Vaterbury Book, R. A. Wood.  
*Bankside, Shakespeare*, vols. 2, 4, 16, 18.  
*Eddy on Post Impressionists*.  
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*A Year's Housekeeping in South Africa*.  
*Yellow Book*, vol. 2.  
Nu au Salon, paper.  
Harvard Classics, clo.  
St. Simon's Memoirs, vol. 2, Heinemann.  
Prince de Ligne, vol. 1, Heinemann.  
Rawlinson's Herodotus, vol. 3, Murray.  
Francis of Assisi, Mrs. Oliphant.  
Warner Library, vols. 2 and 31.  
Wells, *First Man in the Moon*.

Himebaugh & Browne, Inc., 471 5th Ave., New York.  
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*The Lady with the Fan*, Robert Hichens.

John L. Hitchcock, 1010 Powell St., San Francisco.  
Hardy, *Travels in the Interior of Mexico*.  
Gilliam, *Travels in Mexico*.  
Perry, *Thrilling Adventures of a New Englander*.  
Hernisz, *A Guide to English and Chinese*.  
Beers, Vasquez, N. Y., 1875.

C. S. Hook, Weymouth Apts., Atlantic City, N. J.  
*History of Key West, Fla.*, W. C. Maloey.  
*House and Senate Journals*, All States.  
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Orchids, E. S. Rand, pub. 1876, Hurd & Houghton.

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*The Bible Story*, Hall and Wood.

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Story of the Submarine, Col. Field.  
Memoirs of St. Simon.  
Crossways of Sex, Havelock Ellis.  
N. Y. Times Current History, vols. 7 and 8.  
Prout, Harmony, Scribner's.  
Reichenbach, Researches Magnetism, Lond., 1851.  
Perry's Expedition Japan, 3 vols., 1853.  
De Ragnan, The Vatican.  
Catholic Encyclopedia, 1/2 morocco.  
Scenes from Every Land, Nat. Geog.  
Spencer, Social Statics, 1851 only.  
Forsyth, Hortensius, Lond., 1849.  
Whistler as I Knew Him, Menpes.  
Sir Isaac Newton on Daniel.  
Horace, Cary's Translation.

Jordan Marsh Co., Boston, Mass.

Baedeker's United States.  
Baedeker's Canada.

Edw. P. Judd Co., P. O. Box 1892, New Haven, Conn.  
Hatch, 20th Century Christ.

Kendrick-Bellamy Co., 16th and Stout Sts., Denver, Colo.  
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Gruyer, Napoleon King of Elba, pub. by Lippincott.  
Las-Cases, Napoleon, 4 vols., P. Eckler, pub.

Charles E. Lauriat Co., 385 Washington St., Boston.  
The Auk, vols. 1-6 and 19-33.  
The Passenger Pigeon, W. B. Merston.  
The Witchery of Archery, Will H. Thompson.  
The Great Sahara, H. B. Tristram.  
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Lemcke & Buechner, 30 West 27th St., New York.  
Abbey, Illustrations to Shakespeare, 4 vols., Harper.

W. U. Lewisson, 147 Tremont St., Boston, Mass.  
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N. Liebschutz, 226 West Jefferson St., Louisville, Ky.  
Memoirs of Casanova.  
Perrin, History of Kentucky, pub. about 1884 by  
Perrin alone without later collaborators, contains  
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Lord and Taylor Bookshop, Fifth Ave. at 38th St.,  
New York.

Eccentricities of Genius, Pond, pub. by Dillingham.  
Woosings and Weddings in Many Climes, Miln, pub.  
by Duffield.

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Hassard, Life of Archbishop Hughes.  
Parkinson, Tour in America.  
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Candler, Summary View of America.  
Broughton, Electric Cranes.  
Knatchbull, Hugessen, Last of the Hugger-muggers.  
Hunter, Fankwai at Canton.  
Bits of Old China.  
Davis, Hebrew and Chaldee Lexicon to Old Testa-  
ment.

Lowman & Hanford Co., Seattle, Washington.  
Recollections of Sonya Kovaleosky.

Joseph McDonough Co., Albany, N. Y.

Gun Running, A. Keppel, Lond., 1911.  
G. F. Parker, Recollections of Grover Cleveland.  
G. F. Parker, Life of Grover Cleveland, 1892.  
G. F. Parker, Writings and Speeches of Grover Cleve-  
land.

McGraw-Hill Book Co., Inc., 239 West 39th St.,  
New York.

Trevert, Practical Directions for Armature and Field  
Magnet Windings.

The Macmillan Co. of Canada, Ltd., Toronto, Canada.

Essays Philological and Critical, James Hadley, 1873.  
Critical Essays, Bayard Taylor, Putnam, 1880.  
Literary Leaders of Modern England, W. J. Dawson,  
New York, 1902.  
Essays Theological and Literary, C. C. Everett,  
Houghton Mifflin Co.  
Questions at Issue, Edmund Gosse, Appleton, 1893.  
Strides in Poetry, Thomas O'Hagan, Boston, Moshier,  
Collshan & Co.

John Jos. McVey, 1229 Arch St., Philadelphia, Pa.  
Kerner & Oliver's Natural History of Plants, 2 vols.,  
1895, Henry Holt & Co.

Madison Avenue Book Store, Inc., 575 Madison Ave.,  
New York.

To M. L. G., pub. by Stokes.  
Futrelle's Chase of the Golden Plate, Bobbs.

Martin & Allardye, Appleby Bldg., Asbury Park,  
N. J. [Cash.]

Wells Genealogy.  
Wilder Genealogy.  
Burke's Landed Gentry of Ireland.  
Burke's Peerage, 1860 to 1914.  
Burke's Landed Gentry, 1914.

L. S. Matthews & Co., 3563 Olive St, St. Louis, Mo.  
Jackson, Orthodontia.  
Bryant & Buck, 8 vols.

Isaac Mendoza Book Co., 17 Ann St., New York.  
The Liberator, A Slavery Magazine ed. by Garrison.  
Ellis, Woman's Way Through Unknown Labrador.  
Jackson, Eng. Goldsmith's and Their Work.  
Rodkinson's Talmud, 10 vols.  
Lanigan's Fables.  
De Curel, L'Envers d'une Sainte.  
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Bronson, Edgar B., The Vanguard.  
Bronson, Edgar B., In Closed Territory, first ed.  
Beerbohn, M., Yet Again, More.  
Doniphan, Journal of Mex. Expedition.  
Rare Curiosa and Facetiae.

Methodist Book Concern, 730 N. Rush St., Chicago.  
J. P. Peters, The Old Test. and New Scholarship,  
1902, no. 145, in Judaica; no. 19, Catalogue 1918.

Methodist Book Concern, 420 Plum St., Cincinnati, O.  
Set of Travels in Tartary, Thibet and China, by Hue,  
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Methodist Book Concern, 150 Fifth Ave., New York.  
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Miller and Paine, Lincoln, Nebraska.

Book of Knowledge, 24 vols.  
Maker of Dreams, Oliphant Davis, 6 copies.

W. H. Miner Co., Inc., 3518 Franklin Ave., St. Louis.  
Verhaeren Emile, The Love Poems, translated by  
F. S. Flint, Houghton Mifflin Co., 1917.

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Noah F. Morrison, 314 W. Jersey St., Elizabeth, N.J.  
 Wm. Henry Perrin's The Pioneer Press of Ky., Filson Club pub. no. 3.  
 Lords of the Soil, printed by C. M. Clark Pub. Co.

## C. Howard Nash, Box 686, Troy, N. Y.

U. S. Exploring Expedition, Charles Wilkes, 1845, vol. 1 only.

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Chaucer's Works, translated by Tatlock & Mackaye, illus. edition, pub. by Macmillan.  
 Marcus Aurelius in the Verulam Series, pub. by Brentano.

## Norman, Remington Co., Charles St. at Mulberry, Baltimore, Md.

Mariner & Hoskins, Laboratory Report on Air Analysis.  
 Sladen, Confessions of Frederick the Great.  
 Allmand, Principles of Electrochem, Longmans.  
 Bumpus, Ecclesiastical Dictionary.  
 Tiffany, Gems of Fireside, 1881.  
 Geo. Faxon, History of Faxon Family.  
 Willits, Sunshine.  
 Audoux, Marie Claire.  
 Atherton, Whirl Asunder.  
 Cat. of Lib'y of Charles Carroll of Carrollton, sold at auction 1864, Balt., 1864.  
 Caton, Brief Statement of Facts in Management of Charles Carroll's Moneyed Estate. Balt., 1832.  
 Metropolitan Mag., Balt., July, 1859.  
 Publications of Md. Soc'y, Sons of Revol., May 15, 1894.  
 Request for Non-Importation from Anne Arundel Co. to the other Counties, 1769.  
 Resolutions Adopted at a Full Meeting of Inhabitants of A. A. Co., Annapolis, 1775.  
 To Landholders of Md., Louisa Browning vs. Charles Carroll of Carrollton, Balt., 1825.  
 To Landholders of Md., Henry Carroll vs. Charles Carroll, Balt., 1825.  
 J. H. B. Latrobe, Life of Charles Carroll of Carrollton.

Old Corner Book Store, Inc., 27 Bromfield St., Boston  
 N. Y. Times Midweek Pictorial, vol. 6, no. 25; vol. 7, nos. 8, 10 and 13.  
 Phillips' Imperial Atlas of the World.

## Old Corner Book Store, Springfield, Mass.

Lives of Queens of England, Strickland, Phil., 1843, vol. 10 only.  
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 Pease Genealogy.

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Philadelphia Book Co., 17 S. Ninth St., Philadelphia.  
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 Tomlins, Child's Garden of Song.

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 Warren Hastings in Pitman's Shorthand.  
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 Pickwick Papers in Isaac Pitman Shorthand.

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 Wilson, New Freedom.  
 Benedict Genealogy, Albany, 1870.  
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 Weekly Yankee, New York, 1847-8.  
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## Presbyterian Board of Publication, Witherspoon Building, Philadelphia

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 Works of John Wesley, vols. 3 and 4, pub. by Methodist Book Concern.  
 Autobiography of Alexander Carlyle, edited by John Hill Burton, pub. by Fonlis, English Cat.

## Presbyterian Board of Publication, 278 Post St., San Francisco, Cal.

Introduction to the Apocalypse, Dr. E. V. Kenealy, 752 pages, about 1870.

## Presbyterian Book Store, Sixth Ave. and Wood St., Pittsburgh, Pa.

Hubbard, History of New England.  
 Young's Chronicles of the Pilgrim Fathers.  
 Hill, History of Old South Church, Boston.  
 MacKenzie, First Church, Cambridge.  
 Trumbull, The True Blue Laws of Conn.  
 Trumbull, History of Conn., 2 vols.  
 Quincy, History of Harvard College.  
 Woodward, Records of Salem Witchcraft, 2 vols.  
 Headly, New Haven Colonial Records.  
 Drake, Annals of Witchcraft.  
 The Works of Roger Williams, pub. by Narragansett Club.  
 Upham's Salem Witchcraft.  
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 Randolph, P. B., Seership. Anything by.

## Public Library, San Francisco, Cal.

Overland Monthly, vol. 2, July and Sept., 1883; vol. 3, Jan., March, April and June, 1884; vol. 4, July and Dec., 1884.

## Putnams, 2 West 45th St., New York.

Atlantic Monthly, October, 1861.  
 Renan, St. Paul.  
 Des Forges, Old Kent: The East Shore of Maryland.  
 Bulwer, Last Days of Pompeii, 2 vols., illustrated.  
 Baby Goose.  
 Rothschild, Lincoln: Master of Men, first edition.  
 Mulliken, Method for Identification of Pure Organic compounds, vol. 3.  
 Bradley, Canada, Home Library edition.  
 Behrends, Philosophy of Preaching.  
 Brown, Puritan Preaching in England.

## The Radical Book Shop, 867 North Clark St., Chicago.

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 Caesar's Column, Ignatius Donnelly.

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 Machen, House of Souls.  
 Reade, Martyrdom of Man, John Lane's ed.  
 Stobart, The Glory that was Greece.  
 Stobart, The Grandeur that was Rome.  
*American Book Prices Current*, 1912 to date.

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 Heresies and Their Refutation, St. Alphonsus  
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 Kitchengarden, Huntingdon, pub. by Doubleday.

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 Cunningham, A., Paul Jones.  
 God's Light as It Came to Me, Boston, 1898.  
 P. & W. National Third Reader.  
 Prout, E., Harmony: Its Theory and Practice.  
 Keane, A. H., World's Peoples.  
 Phillips, Henry W., Mr. Scraggs.  
 Phillips, H. W., Red Saunders.  
 Phillips, H. W., The Numismatist.  
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**J. Rosenbaum, 15 Bible House, New York.**  
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 The Magyars: Their Country and Imitations, 1869,  
 Patterson.

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 Chandler, Literature of Roguery.  
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*Scientific American Suppl.*, no. 945.

**Schulte's Book Store, 80 Fourth Ave., New York.**

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 Sorrow and Hope of the Egyptian Sudan, Watson.  
 Vaughan's St. Thomas Aquinas.  
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 New Science of Healing, Louis Kuhne.  
 Brunnow, Sign-List.  
 Set of pamphlets War Information Series, by The  
 Committee on Public Information.  
 Briggs, Study of the Holy Scripture.  
 Ryle, Canon of the Old Testament.  
 Tyrell, Medievalism.

**Temple Scott, 101 Park Ave., New York.**  
 English Book Collection, W. Y. Fletcher, 1902.  
 Register of Nat'l Bibliography, Courtney, 1905-12, 3  
 vols.  
 Elton's The Great Book Collection, 1893.

## Temple Scott—Continued.

Murray's Bibliography, Glasgow, 1915.  
 Courtney's Bibliog. of Johnson, Oxford, 1915.

**Scrantom, Wetmore & Co., Rochester, N. Y.**  
 Richardson, Clarrissa Harlowe, Fair edition.  
 Howells & Alden, Their Husbands' Wives.

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 Scott, Talisman, Lippincott ed., 6 copies.  
 Doyle, Sign of the Four.  
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 Macy, Spirit of American Literature, 3 copies.  
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**Charles Sessler, 1314 Walnut St., Philadelphia.**  
 Memoirs of Monsieur Claude, H. & M.

**The Sherwood Co., 40 John St., New York.**  
 Bruhus, Logarithum Tables.  
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 Memoirs of Harriet Wilson, Lane, 1898.  
 Shilds, Big Game of America.

**S. D. Siler, 930 Canal St., New Orleans, La.**  
 Llorente's History of the Inquisition.  
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 Byron's Poems, ed. by Moore and others, pub. Apple-  
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 R. G. Cummings, Five Years Lion Hunting in S.  
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 Set Child's Book of Knowledge.

**Smythe's, 12 So. Third St., Columbus, Ohio.**

Isis Unveiled, Blavatsky.  
 Secret Doctrine, Blavatsky.  
 Principles Light and Color, Babbitt.  
 Orchids, Culture and Management, Watson.  
 Starving America.  
 The Orphan, Mulford.

**P. Stammer, 61 Fourth Ave., New York.**

Genealogy Boss Family.  
 Toft's Book on Modelling.  
 Tarbell, Standard Oil Company.  
 Marshall's Genealogical Guide.  
*Magazine of Art*, 1897-98.  
*Brochure Series*, Dec., 1895; Jan., 1903.

**G. E. Stechert & Co., 151 West 25th St, New York.**

Doty, Doden Book.  
 Encyl. Britannica, India paper edition.  
 Landor, Opening of Tibet, 2 vols., D. P.  
 Plato Dialogues, 4 vols., tr. Jowett, Hearst, 1914.  
 Williams, History of Art of Writing.

**W. K. Stewart Co., Indianapolis, Ind.**  
*University of Illinois Bulletin*, vol. 4, no. 5, part 2,  
 Nov. 1st, 1906.  
 Hon. Mrs. Greene, Grey House on the Hill.

**H. Stone, 137 Fourth Ave., New York.**  
 Athenaeus, trans. by C. D. Young, 3 vols., Bohn's  
 Classical Library.  
*Book Prices Current*, 1915, '16, '17.  
 Sy Klegg and Pard.



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Elson, History of U. S., 5 vols.

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Bumpus' Cathedrals and Churches of Northern  
France.  
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University of Minnesota Library, Minneapolis,  
Minn.

Ainger, Lectures and Essays, 1905.  
Bittinger, Germans in Colonial Times, 1900.  
Buchanan, Story of a Labor Agitator, 1903.  
Carpenter, Outline Guide to Study of Spenser.  
Curtis, B. R., Memoir of, 1879.  
Fosdick, French Blood in America, 1906.  
Gardiner, School Atlas of English History.  
Grosart, Who Wrote Britain's Ida? 1869.  
Haliburton, Rule and Misrule of England in America.  
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